

Message Text

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PAGE 01 WELLIN 02209 110139Z
ACTION EB-07

INFO OCT-01 EA-09 ISO-00 SP-02 USIA-15 AID-05 NSC-05
EPG-02 TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CIAE-00
COME-00 FRB-01 INR-07 NSAE-00 XMB-04 OPIC-06
LAB-04 SIL-01 PA-02 PRS-01 /093 W
-----110832Z 030906 /10

R 100501Z JUN 77
FM AMEMBASSY WELLINGTON
TO SECSTATE WASHDC 3361

UNCLAS WELLINGTON 2209

E.O. 11652: N/A
TAGS: ECSM, ECON, NZ
SUBJECT: INCREASE IN THE VALUE OF GOODS PURCHASED ON THE INSTALLMENT PLAN

1. ACCORDING TO THE LATEST SURVEY OF THE DEPARTMENT OF STATISTICS, THE VALUE OF GOODS SOLD BY SURVEYED FIRMS ON THE INSTALLMENT PLAN (APPROXIMATELY 72 PERCENT OF TOTAL INSTALLMENT PLAN SALES DURING THE BASE YEAR WHICH ENDED IN MARCH 1968), FOR THE YEAR ENDED MARCH 31 1977 WAS \$408 MILLION, AN INCREASE OF \$38 MILLION OR 10.4 PERCENT ON THE VALUE FOR THE YEAR ENDED MARCH 1976. (THE USE OF MARCH 1968 BASE YEAR DERIVES FROM THE INSTALLMENT PLAN PURCHASES RECORDED IN THE 1968 CENSUS OF DISTRIBUTION.)

2. DURING THE MARCH 1977 QUARTER THE SURVEYED INSTALLMENT PLAN SALES WERE \$104.6 MILLION, AND INCREASE OF \$13.0 MILLION OR 14.1 PERCENT FROM THE VALUE OF \$91.7 MILLION RECORDED FOR MARCH QUARTER 1976. SALES FOR THE MARCH 1977 QUARTER COMPARED WITH THE SAME QUARTER 1976, SHOWED AN INCREASE IN MOTOR VEHICLES OF 9.3 PERCENT (FROM \$58.4 MILLION TO \$63.8 MILLION), PLANT AND MACHINERY OF 34.7 PERCENT (FROM \$16.0 MILLION TO \$21.6 MILLION), OTHER HOUSEHOLD AND PERSONAL GOODS (EXCLUDING TELEVISION SETS) OF 20.3 PERCENT (FROM \$14.4 MILLION TO \$17.3 MILLION) AND UNCLASSIFIED

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PAGE 02 WELLIN 02209 110139Z

A DECREASE IN SALES OF TELEVISION SETS OF 33.9 PERCENT (FROM \$2.9 MILLION TO \$1.9 MILLION).

3. INSTALLMENT PLAN SALES BY FIRMS INCLUDED IN THE SURVEY, IN THE MARCH 1977 QUARTER, DECREASED \$11.8 MILLION OR 10.1 PERCENT BELOW THE DECEMBER 1976 QUARTER.

4. IN THE LATEST QUARTER, THE AVERAGE AMOUNT OF COVERAGE BY INSTALLMENT PLAN AGREEMENTS ON TELEVISION SETS WAS \$414; FOR MOTOR VEHICLES (WHICH INCLUDES MOTOR BUSES, TRUCKS, TRACTORS, POWERED CYCLES, CARAVANS, TRAILERS AND ACCESSORIES AS WELL AS AUTOMOBILES AND STATION WAGONS) THE AVERAGE AMOUNT COVERED BY SUCH AGREEMENTS WAS \$2,462; AND FOR PLANT AND MACHINERY, \$11,018. IN THE MARCH QUARTER OF 1976 THE RESPECTIVE AVERAGE AMOUNTS COVERED BY AGREEMENTS WERE \$520, \$2,014 AND \$11,323.
KILLGORE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SURVEYS, ECONOMIC DATA
Control Number: n/a
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770209-0177
Format: TEL
From: WELLINGTON
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t19770667/aaaacgnl.tel
Line Count: 72
Litigation Code IDs:
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Litigation History:
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Message ID: 1c64e57e-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2187105
Secure: OPEN
Status: NATIVE
Subject: INCREASE IN THE VALUE OF GOODS PURCHASED ON THE INSTALLMENT PLAN
TAGS: ECON, NZ
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/1c64e57e-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009